

## Quilter's Corner



### Background:

Tameria Perry was referred to Bear Paw Development Corporation's Small Business Development Center by another client of the SBDC when they heard about her interest in starting a sewing and quilting business in Harlem. Tameria wanted a store where she could sew and sell her star quilts along with various other Native American items. Her needs included developing a business plan, financial projections, and assistance in completing her loan application.

### Assistance:

Within a couple of weeks, Tameria had her business plan completed and requested feedback from Joe LaPlante, Bear Paw Development's SBDC Director. She made changes to her marketing analysis and better defined her target market. Tameria also worked with the SBDC to fine-tune her financial projections. With the SBDC's assistance, she was able to determine the dollar amount and time that was required to complete each star quilt. This helped Tameria to figure out what price to charge and how many quilts she needed to sell in order to break even.

Having finished her business plan and financial projections, Tameria was ready to begin completing the paperwork required to obtain financing through Bear Paw Development's Loan Department. Through several meetings and frequent communication, Tameria finished her paperwork in short order and her loan request was approved by Bear Paw's loan review committee.

### Impact:

After receiving financing, Tameria opened Quilter's Corner in time for the holiday shopping season. She was able to complete orders locally, regionally, and across the United States. She has also exported her quilts to Canada. Tameria is currently building her business by expanding her retail offerings and continuing to produce one-of-a-kind star quilts. In the future, she hopes to offer quilting classes to community members. Quilters Corner employs one person full-time and one part-time.



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